

## Message Text

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44

ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 FAA-00 PM-03 H-02 L-03 NSC-05

PA-01 PRS-01 SP-02 SS-15 USIA-06 /061 W

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R 031430Z JUL 75

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 5762

C O N F I D E N T I A L L I M A 5350

EO 11652: GDS

TAGS: EAIR, PE

SUBJ: CIVAIR - UNDERSTANDING ON WIDE-BODIED AIRCRAFT

REF: STATE 155042

1. EMBASSY AIR ATTACHE HAD OCCASION TALK TO AIR MINISTER  
GILARDI ON GENERAL SUBJECT OF CIVAIR NEGOTIATIONS ON  
JUNE 28. ATTACHE REPORTS AS FOLLOWS:

A. "LT. GEN GILARDI TOLD AIRA 28 JUNE 1975 THAT THE  
DECISION TO BUY OR NOT TO BUY WIDE-BODIED AIRCRAFT HAD  
BEEN DELAYED UNTIL THE AEROPERU/BRANIFF ISSUE WAS SETTLED.  
HE SAID THE AGREEMENT RULED OUT THE USE OF WIDE-BODIED AIR-  
CRAFT. AIRA TOLD GILARDI THAT HE HAD NOT BEEN AWARE OF  
WIDE-BODY VS. NARROW-BODY HAVING BEEN AN ISSUE. GILARDI  
SAID THAT IT HAD BEEN ONE OF THE RESTRICTIONS BRANIFF HAD  
WANTED. THE GENERAL WENT ON TO SAY THAT THE DECISION HAD  
BEEN MADE TO BUY L-1011 AIRCRAFT FROM EASTERN, BUT WOULD  
NOW BE BUYING SOMETHIN ELSE BECAUSE THE UNDERSTANDING  
PRECLUDED THIS.

B. "THERE WAS NO INDICATION THAT THE GOP WAS UN-  
HAPPY WITH THE AGREEMENT OR MIGHT BLAME THE USG FOR ITS  
INABILITY TO BUY WIDE-BODIED AIRCRAFT. IT WAS JUST THE  
WAY THE AGREEMENT CAME OUT. IN FACT, GENERAL GILARDI  
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SAID HE WAS VERY HAPPY THAT AN AGREEMENT HAD FINALLY

BEEN REACHED. HE WAS EXTREMELY CORDIAL AND VERY RELAXED THAT DAY, DESPITE THE TURMOIL IN THE GOP CAUSED BY NAVY REBELLION THREE DAYS EARLIER.

C. "GENERAL GALINDO, WHO HAD CHAIRED THE WIDE-BODY STUDY GROUP, APPEARED DISAPPOINTED WHEN AIRA TOLD HIM ON 1 JULY 1975 ABOUT FOOTNOTE (A) IN THE AIR TRANSPORT UNDERSTANDING. HE APPARENTLY HAD NOT YET BEEN TOLD AND SAID HE WOULD CALL GENERAL BERCKEMEYER 2 JULY 1975 FOR CLARIFICATION. WHEN AIRA SUGGESTED TO GENERAL GALINDO THAT HAD AIRA BEEN IN HIS POSITION HE WOULD HAVE RECOMMENDED THE PURCHASE OF L-1011'S FROM EASTERN AIRLINES, HE LAUGHED AND SAID HE COULD NOT REVEAL ANY INFORMATION. BUT WOULD CALL AIRA AND GIVE HIM THE FULL STORY SOON."

2. ATTACHE DOES NOT BELIEVE THAT GOP IS LIKELY TO MAKE PROPAGANDA CAPITAL OF FOOTNOTE PROVIDING FOR USE OF NARROW-BODIED AIRCRAFT, AND WE ARE INCLINED TO AGREE WITH THIS ASSESSMENT. WE HAVE AS YET NO INFORMATION WHICH WOULD EXPLAIN WHY PERUDEL SUDDENTLY OPTED FOR NARROW-BODIED PROVISION, BUT ASSUME THAT THIS MEANS PERU HAS CHANGED ITS PLANS AND WILL OPERATE WITH NARROW, RATHER THAN WIDE-BODIED AIRCRAFT. IF THIS IS INDEED THEIR DECISION, IT COULD WELL HAVE BEEN RELATED TO ECONOMIC AUSTERITY PACKAGE ANNOUNCED BY GOP ON JUNE 30. CONSIDERATION OF WIDE-BODIED AIRCRAFT NEVER MADE ECONOMIC SENSE, AND OVERALL FINANCIAL CONSTRAINTS MAY HAVE TIPPED BALANCE, CAUSING GOP/AEROPERU TO DISCARD THIS OPTION. WE WOULD NOT PUT IT PAST GOP AND AEROPERU TO TAKE REFUGE BEHIND THE FOOTNOTE IN EXPLAINING DECISION TO PUBLIC AND TO AIRCRAFT SUPPLIERS. WE HAVE THE IMPRESSION THAT NEGOTIATIONS WITH EASTERN HAD REACHED AN ADVANCED STAGE, AND GOP MAY WELCOME OPPORTUNITY TO PLEAD FORCE MAJEURE FOR CHANGING ITS MIND. IF ASKED, WE PLAN TO MAKE IT CLEAR (AS AIR ATTACHE HAS ALREADY DONE TO GENERAL GALINDO) THAT NEITHER USG NOR BRANIFF EVER INSISTED THAT AEROPERU EMPLOY NARROW-BODIED AIRCRAFT AND THAT IN FACT DURING COURSE OF NEGOTIATIONS USDEL SUGGESTED APPLICATION OF CONVERSION FORMULA.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
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